

WASHINGTON, D. C., SATURDAY, FEBRUARY 27, 1915.

EDUCATION OF TENANT IMPORTANT PROBLEM

Complaint Box Suggested as a
Means of Better Under-
standing.

From the Pittsburgh Dispatch.

Speaking of owners and occupants of rented properties a well known renting agent said a few days ago: "One of the most difficult and serious problems which the landlord has to solve is the education of the tenant. Imbued with the idea that they cannot have anything in common, and that their sympathies must always be adverse and antagonistic, the tenant is constantly making the load of the landlord more and more burdensome. The feeling toward the landlord is such that if it were within his power he would annihilate all landlords. Yet the fact is that the interests of the landlord and the tenant are not at variance. They are identical, rather.

"Any movement that affects the landlord must of necessity affect the tenant. The landlord is really only the middleman between the tenant and the taxing power. He is so because of his having invested his money in what he considered a safe proposition. The relations between the landlord and the tenant should be cordial. The landlord should make it his business to know and understand his tenants, and should give them an opportunity to know and understand him. Every complaint should reach the landlord or his agent personally, and he should employ the most competent assistants—those who will reflect his own attitude. A box should be placed in every building in which the tenants may file their complaints in writing, the box to be opened by the landlord or his agent. Every such complaint should be investigated personally.

"No misunderstanding should be permitted to continue. The tenant should know and be made to understand that the owner has his obligations to meet, and that it is not because of his own desire entirely, but because of the high tax rates that he is compelled to maintain a rental sufficient to prevent him from getting less than a reasonable return on his investment, or to prevent him from losing the money invested. They must learn to respect his interests the same as they do their own, and the more they assist him in safeguarding his property, and in watching the expenditures of city, county and state, and in repressing obnoxious legislation, the better it is for the landlord and themselves.

"The relationship between the landlord and tenant should be the same as between the merchant and his customer, and just as the tradesman seeks to please his customer, and makes it his

business to understand him, so should the landlord act toward his tenant, who is really his customer. Just as the merchant, who seeks to please his customer, will do a flourishing business, so will the landlord who takes a personal interest in his tenants and their welfare have his house fully occupied with contented tenants. This may sound theoretical and idealistic, but wherever tried it has proved practical, and if tried by all will meet with success."

WANTED—A NAME.

Appropriate Designation Needed for
New Type of Building.

From Building Management.

There is a type of building which has developed within the last few years which needs a name. For the lack of a better one, it is being called a loft building, but this is by no means its proper title. We refer to a type of building between a modern office building and a proper loft building. The average conception of a loft building is one in which the space is leased for light manufacturing. Often power is used by the tenants for their work. The construction is often cheap, and little effort is made to furnish services, as tenants usually care for their own premises.

The new type to which we refer is a much higher grade, but is not exactly an office building class. While the building is of cheaper construction than an office building, has a sprinkler system, and makes no pretense as to beauty of appearance either externally or internally, yet it successfully competes with the best buildings for large tenants. Whole floors are usually rented to one tenant, and the advantages of this are apparent.

The buildings are fairly well located, allow no manufacturing, furnish janitor service and adequate elevator service, which is of slower speed than the so-called distinctly office building. The price of space is the inducement which seems to attract tenants. Comparisons show that rents are much lower, which is possible because of cheaper construction and lower ground values. Accurately speaking, this is not a loft building; it is not exactly what one considers an office building; what shall we call it?

Renting a Store.

"We have a hoochie store which it seems we cannot rent," writes a subscriber. While we are not so-called specialists and at this distance are unable to find the answer, a suggestion we recently saw worked out might prove of value to any one with a vacant store, says Building Management.

Primarily, there is nothing quite so depressing as a dingy, dusty, vacant storehouse. Not only is a prospect for it compelled to have a lot of imagination, but the moral effect upon the tenants of the building is bad.

Instead of leaving the windows vacant, offer a neighboring store the use of the window grates, prominently display neat, clean "for rent" signs and soon some prospect will see its advantages.

SUGGESTS UTILIZATION OF CITY'S ROOF TOPS

Improvement of Advertising Signs
Also Discussed in Commit-
tee's Report.

The utilization of roof tops for roof gardens and the making of advertising signs so as to harmonize with the architecture of buildings are discussed in the annual report of the committee on municipal art of the Board of Trade, which was adopted at a meeting held Wednesday night. The report, which was prepared and read by the chairman of the committee, George Oakley Totten, Jr., architect, states in part, as follows:

"Much might be done toward making the city more beautiful if the desert of its roof tops were changed by roof gardens into spots pleasant to look at and delightful to visit. It is a thing so easily possible it is a wonder we have been willing to neglect so long so obvious an advantage.

"Washington, in common with all other cities interested in civic improvement, is seeking a proper solution of the advertisement problem. The kiosks of Paris, the advertisement boards of London, with their projecting tops and ornamental work, and the advertisement columns of Berlin, show what can be accomplished not only in placing a needed limit upon the matter, but in rendering it an added interest to the city, and as notably in the case of Berlin, a means of added income. Happily, the world is learning an advertisement that by its beauty draws the eye again and again to it with pleasure accomplishes more than one that starts and offends on business structures the sign should harmonize with the

architectural facade, and be a decorative feature of it.

"It is said of cities: 'By their streets we shall know them.' It would not be to the honor of Washington that the city should be judged by the condition of the streets adjacent to the north entrance of the new National Museum, a building of which we are justly proud, and that few strangers fail to visit. For discomfort in passing over them and for unsightliness it is to be hoped that no streets in the United States surpass these. A needed beginning in the improvement of the locality has been made in the erection of stands for the market place. It is to be hoped the repaving of the streets and the removal of hideous and unsightly buildings will soon follow.

Dedication for a Fireplace.

This hearth was built for thy delight.
For thee the logs were sawn.
For thee the largest chair at night
Is to the chimney drawn.

For thee, dear lass, the match was lit
To yield the golden blaze;
May Jack Frost give us joy of it
For many, many a day.

—D. M. M., in New York Sun.

Bashful Youth—I want a present for a young lady.
Saleswoman—Sister or fiancée?
Bashful Youth—Well—er—she hasn't said which she would be yet—
Judge.

FOR SALE—

An Unusually At-
tractive Home
A Most Desirable
Location
1822 LAMONT ST. N.W.
Open for Inspection
Less Than \$10,000
Will Buy It

One of those attractive houses
built by Kennedy & Davis.
Three stories, cellar, 11 rooms.
Three (3) baths.
Hot-water heat.
Lighted with gas and electricity.
Slewing porches.
Laundry, Vacuum Cleaner.
Lot, 25x105. Alley.
Garage room for 3 cars.

Stone & Fairfax 1342 N.Y. Ave.

The Only Homes In the Northwest Selling Before Completion

What better assurance could there be given? These homes represent the best values in the city.

Don't Fail to See Them Sunday

Monday May Be Too Late

The Only Homes Northwest for

\$3,750

Having hot-water heat, gas and indirect electric lighting—the new way—with separate switch to each room, hall and cellar; hardwood trim throughout, with quartered oak floors; extra open fire heater for parlor; folding door between parlor and dining room; built-in cold storage vaults; slide-oven gas range; laundry in cellar; double-entrance; bath, with full equipment plate-glass fixtures, medicine cabinet; all sanitary glass door knobs, giving a refined, rich finish; double back porches, 8x17, large enough to be useful; front porch, with reinforced concrete floor; will last a lifetime; reading light to front porch; full size mirrored door to hall; built-in cement flower vases.

Have you ever had a chance to buy a home northwest for \$3,750, on easy terms, containing so many nice improvements, WITH LOTS 140 FEET DEEP?

DON'T MISS SEEING THEM

Take 9th st. car to Kenyon, walk east one square to sample.

509 Kenyon St.

OPEN AND LIGHTED DAILY UNTIL 8:30 P.M.



PHILLIPS & SAGER

Headquarters for New Homes,

1409 New York Ave. N.W.

Rent Payers' Opportunity

NEVER again will you get an opportunity in purchasing so charming a little home as you will find in this elegant neighborhood on terms lower than rent.



Only \$21.50 Per Month Including Interest and Principal

16th Street Between C and D Sts. S. E.

Exceptionally Deep Lots.

Price \$2,350

This Is One of the Very Best Offers Ever Made to

Home Buyers

Six rooms and tiled bath. Front porch full width of house. Handsomely decorated. Dining room dome.

Representative on Premises

Sample House—311 16th St. S.E.

Open for Inspection Daily and Sunday Till 9 P.M.

One Left.

Don't let anything keep you from inspecting the remaining house.

Open—Heated.

A few steps from cars on North Capitol st.

Decide on it before it is too late.

Those Beautiful Homes on "V" St. N.W.

Sample House, No. 69 V St.

- 1. The best value in the city.
- 2. They are situated in the northwestern section.
- 3. They are on a lettered street, down in the city, where your friends can easily locate you.
- 4. Beautiful fronts, wide covered porches, front and rear.
- 5. They are thoroughly well constructed of the best materials by expert mechanics.
- 6. Steel construction.
- 7. All brickwork by expert WHITE MECHANICS.
- 8. A high-grade economical hot-water heating plant.
- 9. Lighted by electricity.
- 10. All rooms expensively and beautifully decorated.
- 11. Tiled bathrooms.
- 12. Hardwood polished floors.
- 13. Front entrance to the cellar.
- 14. Laundry tubs and toilet in cellar.
- 15. Big lots—20 by 146 feet, 2,800 square feet of land. It is the land that increases in value.
- 16. Unless you have a good size lot you cannot expect the property you buy to enhance.
- 17. 70-foot alley in the rear.
- 18. Will pay 7% net as investment.

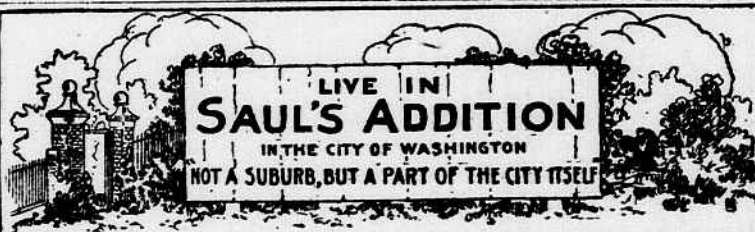
PRICE,

\$4,500

Terms: \$300 or more cash. Balance small monthly payments. By paying down each month a sum only \$5.00 more than the monthly rental you are saving on an average of \$22.00 each month, which will be applied in paying off the indebtedness.

Open daily and Sunday.

STONE & FAIRFAX,
1342 N. Y. Ave.



Devoted Exclusively to Attractive
Detached Homes

Before You Buy Inspect

This Superb Home

1312 EMERSON ST. N.W.

10 Rooms and 2 Baths

OPEN

Accommodating

Terms

Branch Office, 14th and Decatur Sts. N.W.

N. L. SANSBURY CO.

Exclusive Agents.

721 13th St. N.W.

The Best Medium-Priced Homes in Washington

These charming homes have been universally admired. You will be impressed by their superiority the moment you see them. They are so very different from the style of houses you have seen for the price—so much better built and so elegantly finished. They are artistically decorated, have beautiful mantels, tiled bathrooms, costly fixtures, electric and gas light, hot-water heat, liberal closets, sanitary kitchen, pantry with window, three roomy porches and many features that you will admire.

6 Rooms and Bath 20 Feet Front
3626 New Hampshire Avenue N.W.

Price, \$4,500

An Easy Home-Owning Plan
Exhibit Home Open. Lighted Evenings.

N. L. SANSBURY CO.

Exclusive Agents, 721 13th St. N.W.

Homes of Beauty
Plus Comfort

ROCK CREEK VISTA

"Home Spot of Beautiful Washington"

Homes of Beauty
Plus Comfort

Attractive Homes

They represent the highest achievement in modern home construction. Every feature that adds beauty, comfort, luxury and convenience has been included. They are artistically designed, well planned, superbly finished and constructed of the best materials by competent mechanics, under direct supervision of the owner and builder.



Superb Location

A section of ever-increasing attractiveness, overlooking beautiful Rock Creek Park. No other locality enjoys a better prospect for future enhancement in values. The costly character of surrounding improvements establishes its future for all times.

Columbia Road and Sixteenth Street

9 Rooms and 2 Baths

Prices, \$7,250 Up

8 Rooms and Bath

Terms That Will Attract

Furnished Sample House—Open—Lighted Evenings

Lewis E. Breuninger, Owner and Builder

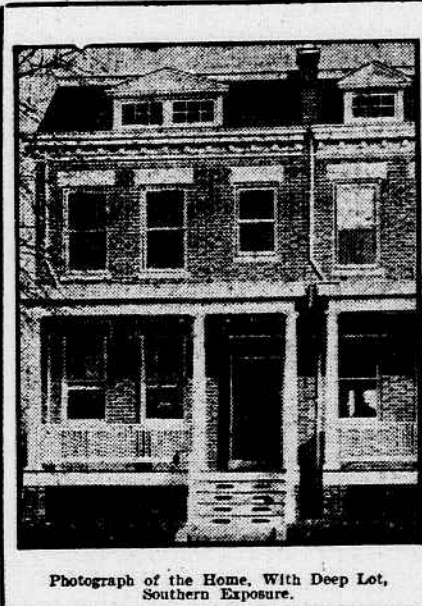
N. L. SANSBURY CO.

Exclusive Agents

Autos at Your Service.

721 13th Street N.W.

Washington's Greatest Home Center



Photograph of the Home, With Deep Lot, Southern Exposure.

Tenn. Ave. and C St. N.E.

Near Beautiful Lincoln Park

The Price Only

\$3,150

On Monthly Terms as Easy

As Paying Rent

A Brief Description of the Homes

Six spacious rooms and bath; high-grade reinforced steel construction; colonial design pressed brick front, 3-story effect; beautiful terraced lawn; large front porch and two large rear porches; air chamber above second floor—permitting perfect ventilation at all seasons; fine quality hardwood trimmings; attractive art brass lighting fixtures in hall, dining room and parlor; elegant hardwood mantel in parlor; broad plate rail and handsome leaded glass, built-in buffet in dining room; modern kitchen with improved gas range and full size built-in china cupboard; dry cement cellar with excellent heating plant; special hot-water heating attachment, sanitary washtubs, etc.; large, well ventilated bedrooms with ample closet space. Highest location in the northeast.

Sample Home, 1322 Corbin St. N.E.

Open Daily Until 8 P.M.

To inspect take 13th and D street car to 13th and C n.e., and you are right at the property, or phone Main 1597 for our auto service.

PHILLIPS & SAGER

Headquarters for New Homes

1409 New York Ave. N.W.